

CLAIMS

What is claimed is:

1. A method for providing a default offering for a product, the product being offered in a plurality of business segments and including a plurality of components, the method comprising the steps of:

(a) allowing a customer to select at least one business segment of the plurality of business segments;

(b) allowing the customer to select at least one performance level for at least one of the plurality of components;

(c) dynamically determining at least one default offering determined based on the at least one business segment and the at least one performance level.

2. The method of claim 1 further comprising the steps of:

(d) providing at least one segment variable based upon the at least one business segment; and

(e) providing at least one performance variable based upon at least one of the plurality of segment variables.

3. The method of claim 2 wherein the dynamically determining step (c) further includes the step of:

(c1) dynamically calculating at least one score based on the at least one segment variable and the at least one performance variable to provide the at least one default offering.

4. The method of claim 3 wherein the dynamically determining step (c) further

includes the step of:

(c2) determining the at least one default offering based upon a maximum score calculated using the at least one segment variable and the at least one performance variable.

5. The method of claim 1 wherein the step of allowing the customer to select at least one business segment (a) further includes the step of:

(a1) providing a portion of the plurality of business segments to the customer.

6. The method of claim 1 wherein the step of allowing the customer to select at least one performance level (b) further includes the step of:

(b1) providing a plurality of performance levels to the customer.

7. The method of claim 1 further comprising the step of:

(d) validating a portion of the plurality of components against an inventory to determine whether the portion of the plurality of components is available.

8. The method of claim 7 wherein the dynamically determining step (c) further includes the step of:

(c1) dynamically providing the at least one default offering determined based on the at least one business segment, the at least one performance level and a determination of whether the portion of the plurality of components is available.

9. The method of claim 1 further comprising the step of:

(d) providing a default upgrade to the customer based upon the at least one default offering.

10. A computer-readable medium containing a program for providing a default offering for a product, the product being offered in a plurality of business segments and

including a plurality of components, the program including instructions for:

(a) allowing a customer to select at least one business segment of the plurality of business segments;

(b) allowing the customer to select at least one performance level for at least one of the plurality of components;

(c) dynamically determining at least one default offering determined based on the at least one business segment and the at least one performance level.

11. The computer-readable medium of claim 10 wherein the program further includes instructions for:

(d) providing at least one segment variable based upon the at least one business segment; and

(e) providing at least one performance variable based upon at least one of the plurality of segment variables.

12. The computer-readable medium of claim 11 wherein the dynamically determining instructions (c) further includes instructions for:

(c1) dynamically calculating at least one score based on the at least one segment variable and the at least one performance variable to provide the at least one default offering.

13. The computer-readable medium of claim 12 wherein the dynamically determining instructions (c) further includes instructions for:

(c2) determining the at least one default offering based upon a maximum score calculated using the at least one segment variable and the at least one performance variable.

14. The computer-readable medium of claim 10 wherein the instructions for allowing the customer to select at least one business segment (a) further includes instructions for:

(a1) providing a portion of the plurality of business segments to the customer.

15. The computer-readable medium of claim 10 wherein the instructions for allowing the customer to select at least one performance level (b) further includes instructions for:

(b1) providing a plurality of performance levels to the customer.

16. The computer-readable medium of claim 10 wherein the program further includes instructions for:

(d) validating a portion of the plurality of components against an inventory to determine whether the portion of the plurality of components is available.

17. The computer-readable medium of claim 10 wherein the dynamically determining instructions (c) further includes instructions for:

(c1) dynamically providing the at least one default offering determined based on the at least one business segment, the at least one performance level and a determination of whether the portion of the plurality of components is available.

18. The computer-readable medium of claim 10 further comprising instructions for:

(d) providing a default upgrade to the customer based upon the at least one default offering.

1 19. A computer system programmed to provide a default offering for a product,
2 the product being offered in a plurality of business segments and including a plurality of
3 components, the computer system comprising:
4 a display;
5 an input/output device, the display and the input/output device for allowing a
6 customer to select at least one business segment of the plurality of business segments and to
7 select at least one performance level for at least one of the plurality of components;
8 a processor, coupled with the input/output device, for dynamically determining at
9 least one default offering determined based on the at least one business segment and the at
10 least one performance level.